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FEASIBILITY AND EFFICIENCY OF SWEET CORN FARMING IN JANTI VILLAGE, PAPAR DISTRICT, KEDIRI DISTRICT

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ABSTRACT

Corn farming plays a crucial role in supporting the agricultural economy of rural communities, particularly in regions with fertile land and favorable climate conditions. Farmers need to conduct evaluations regarding the use of more efficient production factors in order to remain sustainable. The purpose of this study was to determine the feasibility and price efficiency of corn farming in Janti Village, Papar District, Kediri Regency. The location of the research conducted in Janti Village, Papar District, Kediri Regency. This research was conducted in November 2022 – January 2023. The method in this study is calculated costs, receipts, profits, Break-Even Point (BEP), and the R/C Ratio. To evaluate price efficiency, the research conducted allocative efficiency calculations, comparing actual input use (seeds and pesticides) to efficient input levels. Observation by direct observation of corn farming in Janti Village, Papar District, Kediri Regency. The number of samples for the study was calculated usin the Slovin formula, Therefore there are total of 66 samples of corn farmers were obtained and determined using a simple random sampling method. The analysis method used for the first problem is by using the calculation of cost, receipt, profit, BEP and R/C Ratio while to answer the second problem using price efficiency calculations. The results of the feasibility analysis show that the average total profit for corn farmers in one harvest season is IDR 31,235,000/ha. So that the value of BEP Production Prices is 1.855 and Production Volume BEP is 6.730. The R/C value is 2.20 with the interpretation that corn farming in Janti Village, Papar District, Kediri Regency is profitable and feasible to cultivate. The results of the allocative efficiency analysis of corn farming show that the use of 25 kg/ha seed in one growing season is not efficient, because the efficient average use of seed is 26.8 kg/ha. While the use of pesticides 15 liters/ha in one growing season is not efficient, because the average efficient use of pesticides is 17.6 liters/ha.

Keywords: Feasibility, Production, Profit, Cost Production.

INTRODUCTION

Indonesia is an agricultural country that relies on the agricultural sector as one of the main pillars of the economy and the livelihood of the majority of its population. The contribution of the agricultural sector to national economic development is very significant, especially in providing food, animal feed and industrial raw materials. Among various agricultural commodities, corn (Zea mays L.) occupies a strategic position as the second main food crop after rice. Corn is an important commodity not only for household consumption, but also as a raw material for the animal feed industry, food and other non-food products. The high demand for corn, both domestic and

international, makes the development of corn cultivation a priority that must be considered.

Table 1. Corn Production And Productivity In Kediri Regency 2019-2021

No	District	Productivity of Corn	
		Production (Kw)	
		2020	2021
	1.Papar	316,683	306,990
	2.Plemahan	312,843	278,430
	3.Purwoasri	189,570	193,730
	4.Kunjang	182,834	186,020
	5.Pagu	80,436	97,570

Data source: BPS, 2021

Kediri Regency, East Java, is one of the central areas for corn production in Indonesia. Several sub-districts, such as Papar, Pjauhan, and Purwoasri, have quite high levels of corn production. However, corn production still faces various obstacles, such as limited access to efficient cultivation technology, prices of production facilities that continue to increase, and fluctuations in the selling price of corn during the main harvest. Corn prices in Kediri Regency have fluctuated significantly in recent years. In September 2022, corn prices at the farmer level plunged to IDR 2,000 per kilogram due to abundant supply and limited storage capacity by large traders. However, in April 2023, the price of corn began to, from IDR 5,000 to IDR 6,500 per kilogram. This increase was influenced by the decreasing availability of goods because many farmers switched to planting rice, while demand for corn remained high. (Agroberita.com., 2023).

This problem has an impact on low corn productivity and reduced farmer income. For example, in Janti Village, Papar District, obstacles such as the use of less than optimal seeds, limited capital, and high production prices are significant challenges for corn farmers.

Efforts to increase the productivity and efficiency of corn farming require a planned and systematic approach. One way is through the application of appropriate cultivation technology and analysis of the feasibility of farming. Feasibility analysis allows farmers to understand the financial, technical and market aspects of running their business, so they can determine strategic steps to increase production as well as cost efficiency. Apart from that, efficiency in the use of production factors, such as fertilizers, pesticides and quality seeds, is the key to success in supporting the growth of corn productivity at the farmer level.

Based on the important role of corn in supporting the agricultural sector and the high market demand for this commodity, research on the feasibility and efficiency analysis of corn farming in Janti Village is relevant to carry out. This research aims to provide a comprehensive picture of the prospects for developing corn as a leading commodity in the region. It is hoped that the research results can become a reference for farmers, government and other stakeholders in formulating policies and strategies for managing sustainable and profitable corn farming.

RESEARCH METHODS

The method for determining location and time is determined purposively or deliberately based on certain considerations. This research was conducted in Janti Village, Papar District, Kediri Regency in November – January 2023. These considerations include:

1. The research location area has the highest potential for corn production over the last 3 years in corn farming.
2. The research location area has the problem of increasing prices of fertilizers and pesticides in corn farming.

The sample is part of the population to be studied. Based on data obtained from heads of farmer groups, the farmer population in the research area is 78 corn

farmers. The number of samples for research was calculated using the Slovin formula as follows:

$$n = \frac{N}{1+N(e)^2}$$

$$n = \frac{70}{1 + 70\ (0{,}01)^2}$$

$$n = \frac{70}{1 + 0{,}007}$$

$$n = \frac{70}{1{,}007}$$

$$n = 69$$

So a total of 69 samples of corn farmers were obtained and determined using a simple random sampling method.

After determining the sample size, the simple random sampling technique was applied. The sampling criteria are as follows:

1. Every farmer in the population had an equal chance of being selected.
2. The farmers selected are those who are members of the Maju Makmur Farmers Group in Janti Village, Kediri Regency.
3. Farmers who have planted corn in the past year.

In the first problem identification, it is analyzed using cost, revenue, profit, BEP and R/C analysis. This statement can be expressed in the following formula:

Cost

Costs are capital expenditures used to produce a product. Costs are divided into two, namely fixed costs and variable costs. Fixed costs are costs that are incurred not every day but every month, every year. Meanwhile, variable costs are costs incurred over a shorter period of time, every day or even once a week. In finding costs, the formula is needed:

$$TC = FC + VC$$

Note:
TC = Total Cost (Rp)
FC = Fixed Cost (Rp)
VC= Variable Cost (Rp)

Revenue

Revenue is the total receipt from sales proceeds or the product of the production obtained by the selling price. So the formula is needed :

$$TR = P.Q$$

Note :
TR = Total Revenue (Rp)
P = Price (Rp)
Q = Quantity (ton)

Profit

Profit is the value obtained in a business. So the formula is needed. (Khotimah, 2016):

$$\pi = TR - TC$$

Note :
π = Profit
TR = Total Revenue
TC = Total Cost

BEP

BEP (break even point) is the condition where a business is declared to have no profit and no loss and is called the break even point (Khotimah, 2016). BEP is divided into two parts, namely:

a. BEP Production Price

Obtained by dividing the total production costs by the amount of production (Khotimah, 2016).

$$\text{BEP Price} = \frac{\text{TC}\ (Rp)}{\text{Q}\ (Kg)}$$

b. BEP Production Volume is obtained by dividing the total production costs by the product selling price.

$$\text{BEP Volume} = \frac{\text{TC}\ (Rp)}{\text{P (Rp)}}$$

R/C

R/C Ratio is an analytical method for measuring business feasibility using the revenue and cost ratio. So a formula is needed, (Khotimah, 2016):

Revenue Cost Ratio = $TR\ /\ TC$

The decision criteria:
R/C > 1, profitable (decent) farming
R/C < 1, farming at a loss (not viable)
R/C = 1, break-even farming (no profit/no loss)

Analisis Efisiensi Usahatani

Identify the second problem, to determine price or allocative efficiency, showing the relationship between costs and output. Price efficiency is achieved if farmers are able to maximize profits, namely equalizing the marginal production value of each production factor with its price. According to Wibishanna et al 2015, price efficiency can be determined using the following formula:

$$\frac{NPMxi}{Pxi} = 1$$

With:

$$PMx = \frac{bi \cdot y}{xi}$$

$$NPMx = PMx \cdot Py$$

Note :
PMx = Product of Marginal Input
NPMx = Value Marginal Product

If Eficiency > 1 then the use of input x is not yet efficient so it is necessary to add the amount of input used x.
If Eficiency < 1 then the use of input x is inefficient so it is necessary to reduce the amount of input x used.
If Eficiency = 1 then the use of input x is efficient.

RESULTS AND DISCUSSION

Results

Characteristics of Research Respondents

The following presents data on corn farmer respondents in Janti Village, Papar District based on age groups in Table 2.

Table 2. Farmer Respondent Data Based on Age

Age (Year)	Total
21 – 30	0
31 – 40	8
41 – 50	13
51 – 60	19
> 61	29
Total	**69**

Source: Primary Data (2022)

The following presents data on corn farmer respondents in Janti Village, Papar District based on gender groups in Table 3.

Table 3. Farmer Respondent Data Based on Gender

Gender	Total
Male	60
Female	9
Total	**69**

Source: Primary Data (2022).

The following presents data on corn farmer respondents in Janti Village, Papar District based on their last education group in Table 4.

Table 4. Respondent Data Based on Last Education

Education	Total
SD	29
SMP	28
SMA	10
Diploma	0
S1	2
Total	**69**

Source: Primary Data (2022).

The following presents data on corn farmer respondents in Janti Village, Papar District based on the length of farming experience in the table 5.

Table 5. Respondent Data Based on Length of Farming

Length of Farming (Years)	Total
< 10	16
11 – 20	13
21 – 30	9
31 – 40	8
> 40	23
Total	**69**

Source: Primary Data (2022).

The following presents data on corn farmer respondents in Janti Village, Papar District based on land area groups in Table 6.

Table 6. Respondent Data Based on Land Area

Land area (m^2)	Total
> 2.000	18
2.001 – 4.000	13
4.001 – 6.000	26
6.001 – 8.000	1
8.001 – 10.000	11
Total	**69**

Source: Primary Data (2022).

The following presents data on corn farmer respondents in Janti Village, Papar District based on land ownership status groups in Table 7.

Table 7. Respondent Data Based on Land Ownership Status

Land Status	Total
Own	44
Rent	16
Own & Rent	9
Total	**69**

Source: Primary Data (2022).

Feasibility Analysis of Corn Farming Production cost

Table 8. Analysis Variable Cost

Type Of Cost	Value	Price		Total
Variable Cost				
1. Lapbor (HOK)	92	Rp 55.000	Rp	5.060.000
2. Seed (Kg)	25	Rp 117.000	Rp	2.925.000
3. Fertilizer (Kg)	140	Rp 55.000	Rp	7.700.000
4. Pestisides (lt)	15	Rp 140.000	Rp	2.100.000
Total				**Rp 17.785.000**

Source: Primary Data (2022).

Production costs are costs incurred while the business is running. Production costs include fixed costs and variable costs. Fixed costs are costs whose amount does not depend on the amount of production produced. Fixed costs incurred in corn farming include land tax costs and depreciation of equipment used.

Meanwhile, the variable costs used include labor, seeds, fertilizer and pesticides. The costs incurred by corn farming can be seen in the following table:

Table 9. Analysis Fixed Cost

Cost	Value
Fixed Cost	
1. Tax	Rp 166.000
2. Rent of Land	Rp 5.834.000
3. Depresiation	
1. Hoe	Rp 41.000
2. Stable	Rp 33.000
3. Rent of Tractor	Rp 333.000
4. Spayer	Rp 93.000
5. Shiver	Rp 30.000
Total	**Rp 9.120.000**

Source: Primary Data (2022).

From the table above, it can be seen that fixed costs are taxes, land rental and equipment depreciation costs. The average tax that farmers have to pay per harvest season is IDR 166,000, the average cost of renting land is IDR 5,834,000 and the cost of depreciation of equipment is

IDR 530,000 consisting of a hoe IDR 41,000, a sickle IDR 33,000, rent tractor Rp. 333,000, sprayer Rp. 93,000 and Planter Rp 30,000. So the average total fixed costs incurred are IDR 9,120,000 per planting season/ha.

From the Table 8 above it can be seen that the variable costs are labor, seeds, fertilizer and pesticides. The average labor costs incurred are IDR 5,060,000, the average seed costs are IDR 2,925,000, the average fertilizer costs are IDR 7,700,000 and the average pesticide costs are IDR 2,100,000. So it can be seen that the average variable costs incurred by corn farmers in one planting season is IDR 17,785,000/ha.

The results of this research are in accordance with the research results of Khotimah (2016) entitled Feasibility Analysis of Corn Farming in Ciamis Regency. According to Khotimah (2016), variable costs that can be included in corn farming calculations include labor costs, purchasing seeds, manure, urea and adding pesticides.

Table 10. Total Production Cost

Type of Cost	Total
TFC	Rp 9.120.000
TVC	Rp 17.785.000
Total Cost	**Rp 26.905.000**

Source: Primary Data (2022).

According to Khotimah (2016), to calculate the production costs incurred, from the Table 10 above it can be seen that the total production costs of corn farming in the research area are IDR 9,120,000 of the total fixed costs added to IDR 17,785,000 total variable costs. So it can be seen that the total production cost of corn farming in one planting is IDR 26,905,000/ha.

Total Revenue

Revenue from corn farming is obtained from multiplying the amount of corn production by the selling price. The average selling price of corn in the research area is IDR 4,000/kg. Which is sold directly by agents who come directly to farmers and harvest it themselves. Corn farmers' income is the selling price multiplied by the amount of production during one harvest, which can be seen in Table 11.

Table 11 Total Revenue

Information	Total
Price (Rp)	Rp 4.000
Quantity (kg)	14.535 kg
Total Revenue	**Rp. 58.140.000**

Source: Primary Data (2022).

According to Khotimah (2016), in calculating revenue, from the Table 11 it can be seen that the average amount of corn production during one season is 14,535 kg. So the income of corn farmers in the research area in one harvest season is IDR 58,140,000/ha.

Profit

Profits in corn farming really depend on the role of the corn farmer in managing his corn farming. The corn farmer's profit is the difference between the sales proceeds and the total costs incurred by the corn farmer.

Table 12. Profit

Information	Total
TR	Rp 58.140.000
TC	Rp 26.905.000
Total	**Rp 31.235.000**

Source: Primary Data (2022).

According to Nursan (2019), in calculating profits, from the Table 12 can be seen that the average total income of corn farmer respondents is IDR 58,140,000. Meanwhile, the average total production costs incurred are IDR 26,905,000. So it can be seen that the average profit of corn farmer respondents in one harvest is IDR. 31,235,000/ha. The level of profit from

corn farming at the research location is greater compared to the results of Nursan's research (2019) because the total corn production produced is also greater so that what is obtained is also high.

Break Even Point (BEP)

According Danu Harlan (2020) break even point calculation is divided into two:

a. BEP of Price

$$\text{BEP Price} = \frac{\text{TC (Rp)}}{\text{Q (Kg)}}$$

$$= \frac{\text{Rp26.905.000}}{\text{14.535 kg}}$$

$$= \text{Rp } 1{,}855$$

Based on the results of the Break Even Point (BEP) Production Price method, the BEP value for production prices is 1.855 (BEP Production Price < Product Price = IDR 4,000). This means that when the corn price is IDR 1,855, farmers have received their capital back or made a return on investment, so that the average selling price of IDR 4,000 for farmers is above the break-even price, in other words, corn farming is in a profitable position. This is in line with research of Masbaitubun's (2021) which explains that the BEP Production Price < Product Price = IDR 5,000.

b. BEP Volume Production

$$\text{BEP Volume} = \frac{\text{TC (Rp)}}{\text{P}}$$

$$= \frac{\text{Rp 26.905.000}}{\text{Rp 4.000}}$$

$$= 6{,}730 \text{ kg}$$

Based on the results of the Break Even Point (BEP) Production method, the BEP Production value is 6,730 kg (BEP Production < Total Production 14,535 kg. This means that when the production amount is 6,730 kg, corn farming in the village Janti, Papar District, Kediri Regency is at a return on investment so that the total production of 14,535 kg has exceeded the break-even amount, in other words making a profit. This is in line with the research of Masbaitubun's (2021) which explains that the BEP Production < Total Production the BEP production value is in the range of 249-296 kg while the total production is in the range of 5,100 – 7,22 kg

Revenue Cost Ratio (R/C)

According to Danu Harlan (2020), calculating the R/C Ratio will be as follows, known as the ratio between revenue and costs:

$$\text{R/C} = \text{TR / TC}$$

$$= \frac{\text{Rp 58.140.000}}{\text{Rp. 26.905.000}}$$

$$\text{R/C Ratio} = 2{,}20$$

According to Masbaitubun (2021) in the journal Feasibility Analysis of Hybrid Corn Farming on Dry Land in Merauke, Papua said that:

If R/C > 1 then corn farming can be said to be worth pursuing.

If R/C < 1 then corn farming can be said to be not worth cultivating.

If R/C = 1 then the corn farming is at the break-even point (no profit and no loss).

Based on the results of the research that has been carried out, it can be seen that the average R/C value obtained by farmers is 1.95, which means that for every Rp. 1 spent, they will receive Rp. 2.20 in revenue. So that according to the R/C test criteria > 1, corn farming can be said to be worth running. This shows that corn farming carried out by farmers in Janti Village, Papar District, Kediri Regency provides profits because of the income received by the farmers are greater than the costs incurred. This is in line with research of Masbaitubun's (2021) which explains that the R/C value of corn farming is in the range of 2.19 - 3.1.

Analysis Efficiency Corn Farming Analysis

Eficiency of Price

According to Andriatno (2016) the results of allocative efficiency calculations

which have a real influence on corn production can be seen in the Table 13.

Table. 13 Price Efficiency

Variable	bi	Y	Py	X	Px	PMx	NPMx	NPMx/Px
Labor	1,297	14.535	4.000	92	5.060.000	205	819,648	0,162
Seed	1,343	14.535	4.000	25	2.925.000	781	3,123,281	1,068
Fertilizer	1,321	14.535	4.000	140	7.700.000	137	548,592	0,071
Pesticide	4,035	14.535	4.000	15	1.330.000	3,910	15,639,660	11,759

Source: Primary Data (2022).

The results of the price efficiency values for each independent variable can be seen in Table 13.

1. Calculation of Allocative Efficiency and optimal Xi Seed (X^2) X optimal = (1,343 x 14.535).4.000/2.925.000 = 26,8 kg. From the results of the analysis it is known that the efficiency of seed prices (X^2) is 1.068 > 1. So the use of seed input is not yet efficient so it is necessary to increase the use of seeds. In the research area, the average use of 25 kg of seed per land area/ha. Optimal use of seeds to obtain maximum production is 26.8 kg/ha.
2. Calculation of Allocative Efficiency and optimal Xi of Pesticides (X^4) X optimal = (4,035 x 14.535).4.000/1.330.000 = 17,6 liter. From the results of the analysis it is known that the efficiency of pesticide prices (X4) is 11.759 > 1. So the use of pesticides in the research area is not yet efficient so it is necessary to increase the use of pesticides. In the research area, the average pesticide use is 15 liters per land area/ha. Optimal use of pesticides to obtain maximum production is 17.6 liters/ha.

Discussion

The results of the study highlight the financial feasibility and allocative efficiency of sweet corn farming in Janti Village, Papar District, Kediri Regency. The discussion will address the implications of these findings and compare them with similar studies to contextualize the results within the broader field of agricultural economics.

Feasibility Analysis

The financial feasibility of corn farming in the study area was affirmed, with an average profit of IDR 31,235,000 per hectare per planting season. The Break-Even Point (BEP) analysis revealed that farmers' production levels and selling prices significantly exceeded the thresholds for profitability. The production volume BEP of 6,730 kg was well below the actual average production of 14,535 kg, while the BEP price of IDR 1,855 was much lower than the market price of IDR 4,000 per kilogram. These findings indicate a strong margin of profitability, underscoring the economic potential of corn farming in the region.

The R/C ratio of 2.20 further validates the profitability of this farming activity. This result is consistent with studies such as Khotimah (2016), which reported similar feasibility indicators for corn farming in other Indonesian regions. The findings suggest that the cultivation of corn is a viable economic activity, provided farmers maintain or enhance current productivity levels.

Allocative Efficiency

The analysis of allocative efficiency identified opportunities for optimization in the use of inputs, particularly seeds and pesticides. The optimal seed use was determined to be 26.8 kg per hectare, compared to the actual average use of 25 kg. Similarly, the optimal pesticide use was 17.6 liters per hectare, whereas the average usage was only 15 liters. These discrepancies suggest that increasing input levels for seeds and pesticides could

enhance productivity, as their marginal product values exceed input costs.

However, labor and fertilizer inputs demonstrated inefficiencies, with marginal product values lower than input prices. This finding highlights the need to refine labor deployment and fertilizer application to align with cost-effectiveness principles. These inefficiencies mirror trends identified in Andriatno (2016), who emphasized the importance of input optimization in increasing farm profitability.

The study underscores the importance of targeted interventions to improve farming practices. Providing farmers with better access to quality inputs and training on efficient use can address existing inefficiencies. Furthermore, policy support in the form of subsidies for inputs or price stabilization mechanisms could amplify the economic benefits of corn farming in the region.

Comparatively, the results align with broader trends in Indonesian agriculture, where profitability and efficiency remain intertwined challenges. This study contributes valuable insights into managing these aspects in sweet corn farming, potentially serving as a model for other regions with similar agricultural conditions.

CONCLUSION AND SUGGESTION

Conclusion

1. The results of the analysis show that the average total profit of corn farmers in one harvest season is IDR 31,235,000/ha. So the value obtained from the BEP Production Price is 1,855 and the BEP Production Volume is 6,730. The resulting R/C value is 2.20 with the interpretation that corn farming in Janti Village, Papar District, Kediri Regency is profitable and worth cultivating.
2. The results of the allocative efficiency analysis of corn farming show that the use of 25 kg/ha of seed in one planting season is not efficient, because the average efficient use of seed is 26.8 kg/ha. Meanwhile, the use of pesticides of 15 liters/ha in one planting season is not yet efficient, because the average efficient use of pesticides is 17.6 liters/ha.

Suggestion

1. It is hoped that farmers will pay more attention to and regulate the use of their production inputs to be more efficient so that they can increase production and profits and minimize costs incurred. Efforts are made through reducing and increasing the number of inputs used.
2. It is hoped that farmers will join cooperatives that operate in the savings and loans sector in order to overcome the problem of lack of capital and exchange information about good corn cultivation.

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